SFU Industry Night
Technology Consulting

March 2015
Objectives

What is Technology Consulting?
Technology Consulting Experience
Consulting Industry
Consulting at Deloitte
Q&A and Networking
When asked, people will frequently provide a different answer to the question “What is Consulting”.

What do you think?
In pop culture, the consulting industry, and the practitioners that work within it, are rarely cast in a positive light.

In the TV show “House”, an episode features a Management Consultant, who turns out to be a 

sociopath

In movies like “Office Space” and “Up in the Air” consultants are portrayed as Axe Men

House of Lies
A wide variety of false or overblown notions are often stated in connection with the consulting industry.

Consulting boils down to a few basic services:

- Making stuff up
- Creating reports
- Firing people

Consulting requires complete dedication of your life to your work

- Constant travel
- No time for family/friends
- 90 hour weeks

Consulting, like Wall Street, is an *old boys club.*
the reality
At Deloitte, consulting and advisory work is about helping our clients achieve their objectives – sounds simple but it takes a tremendous team of great people to do it.

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<tr>
<th>Listening</th>
<th>Analysing</th>
<th>Designing</th>
<th>Delivering</th>
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<tbody>
<tr>
<td>To our clients’</td>
<td>To determine the right</td>
<td>New business and technology solutions</td>
<td>Real-world, working solutions that drive</td>
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<tr>
<td>business challenges</td>
<td>approach of solving problems and finding</td>
<td>to tackle the challenges</td>
<td>competitive advantage and</td>
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Implementing Solutions
Large BC Credit Union

Objective
- Enable a 360 degree view of the customer

Business Problem
- The business didn’t have a complete picture of the products each customer had

Technical Problem
- Customer information was stored in disjoint systems across the organization

Approach
- Design, develop, and roll out a custom solution matching customer accounts from various systems
- Used an agile software development approach; leveraging a team from Vancouver, Toronto, the US, and India.
Execute, Implement, Operate

Integrated Case Management

Objective
- An integrated case management (ICM) system enabling citizen-centric delivery of services
  - children with special needs
  - child protection
  - income assistance
  - employment programs
  - family maintenance

Problem
- Outdated and customized systems
- Silo-ed systems, multiple unlinked records

Approach
- Phased approach:
  - P1: 1,800 users (Nov 2010)
  - P2: 8,500 users (Apr 2012)
  - P3: 10,000 users (Mar 2013)
  - P4: All end users (Nov 2014)
Deloitte consultants have access to unparalleled experiences
Our projects often draw upon expertise from across the firm
Deloitte consultants provide industry leading advisory services
We focus on helping our clients turn expertise into action
Deloitte consultants focus on delivering real solutions to our clients.

We thrive on enabling clients for long term sustained success.
Consulting at Deloitte
Consulting delivers a broad suite of "impact consulting" services and end-to-end solutions, helping large and mid-market organizations plan, grow, structure, and technology-enable their business.
the experience

- An opportunity for valuable career experience & growth
- The potential to explore diverse roles, industries & places
- The global reach, industry expertise, and culture needed for success
helping people

- Our job is **helping people** and businesses to be more successful
- **Invited and welcome** at our clients’ sites – our clients *want* us there
- See your work make a **real impact** in your clients’ business, and in their **individual lives**
the potential

- The best **education** is **exposure** to real-life business problems
- Learn first hand how a wide **variety** of businesses **actually** work
- Take on significant **responsibility** for client project work
- A true **meritocracy** – You progress as quickly as you can
One Deloitte

- **We win where no one else can**: the largest engagements that touch **multiple aspects** of our client’s business
- Opportunities to work on **high impact, unique** engagements
- Exposure to different types of consulting and other professional services through **cross-functional** teams
The Deloitte brand is well known and respected around the world.

- Opportunities to work on projects abroad, or with an international team

- Opportunities to experience other countries and cultures through secondments across the globe
Deloitte Consulting offers the opportunity to work with clients across various industries.

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<td>MEC</td>
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your career
All professionals at Deloitte work with a clearly defined career path

Our Checklist

- Strong interpersonal and team-building skills
- Superior analytical and problem-solving skills
- Dynamic individuals who seek challenging projects
- Leadership and initiative, in and out of the work environment
- Flexibility, humility, integrity and professionalism
- Exemplary record of achievement

Your Checklist

- What's in it for me?
- How much can I expect to travel?
- How much hands-on work will I do?
- How will I keep work from taking over my life?
- What kind of training and development can I expect?
- What kind of support will I get through a coach or mentor?
- How fast can I be promoted?
recent graduate
Katherine Sclater

Transitioning Into Consulting

- Draw on project experience
- Develop professional skills

The Deloitte Experience

- Engaging, challenging & impactful
- Gain exposure to real client work

Becoming A Successful Analyst

- Seek guidance and develop professional competence
- Take initiative and focus on quality
next steps

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<td>Summer Co-op &amp; Internship</td>
<td>Jun – Sep 2015</td>
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<td>Fall Co-op positions</td>
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<td>Winter Co-op positions</td>
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find your fit
See which Deloitte Service is right for you

Go to [www.deloitte.ca/campus](http://www.deloitte.ca/campus) to review available postings
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